ABSTRACT OF THE DISCLOSURE

A method and system for versatile automated commissioning tools providing an automated process for calculating commissions on a reoccurring basis under a plurality of user defined commission plans. In one illustrative embodiment, the automated process entails receiving a request to calculate commissions for a specific instance and then identifying the commission plans having commissions owing and calculable for the specific instance. Once the plans have been identified, the process next comprises importing the appropriate sales records from an external source and calculating commissions for recipients named in connection with the commission plans. To calculate the commissions for a commission plan, one or more user defined queries specific to the commission plan are applied to the imported sales records to manipulate the sales records and to extract the desired sales figures. After extraction, the sales figures are dynamically incorporated into an arithmetic expression previously defined by the user whereby the commission for each of the recipients is calculated. Once the commissions have been calculated for the specific instance, the commissions for another specific instance may be calculated with little or no further input required from the user.

In another illustrative embodiment, the user defines the terms and criteria by which the commissions will be calculated through a graphical user interface. The graphical user interface allows an unsophisticated user to define the parameters of the various aspects of the present invention without an extensive knowledge of a programming language. The parameters entered by the user are then saved in a table

format, thereby allowing them to be accessed easily and efficiently. Notably, a three-tiered architecture allows the deployment of the present invention in a single computer setting or a networked environment.